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POTASH & PHOSPHATE INSTITUTE

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For Immediate Release
PRESS RELEASE

E--277
November, 1987

POTASH SALES
JULY - SEPTEMBER QUARTER, 1987

TOTAL SALES of potash by the North American potash producers for all purposes (including exports) were 3,624,009 tons of product containing an equivalent 2,172,152 tons K_2O during the period July-September, 1987, according to the Potash & Phosphate Institute. This was a 12% increase over the preceding July-September period.

EXPORTS to other countries were 953,638 tons K_2O, an increase of more than 9%.

TOTAL AGRICULTURAL SALES (including exports) were 2,052,051 tons K_2O, an increase of about 11%.

AGRICULTURAL SALES IN THE UNITED STATES by North American producers were 1,024,840 tons K_2O, an increase of 10%. In addition, 104,343 tons K_2O were imported into the U.S. from Asia and Europe.

AGRICULTURAL SALES IN CANADA amounted to 98,019 tons K_2O, an increase of over 80%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 120,101 tons K_2O, an increase of about 25%.

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POTASH & PHOSPHATE INSTITUTE
POTASH SALES BY NORTH AMERICAN PRODUCERS
JULY - SEPTEMBER QUARTER 1987 AND 1986 E-277

(K_2O TONS)

AGRICULTURAL	JULY-SEPTEMBER	
UNITED STATES	1987	1986
Standard Muriate	60,637	75,887
Coarse Muriate	518,464	500,392
Granular Muriate	354,613	291,770
Soluble Muriate	68,542	38,562
Sulphates	22,584	22,986
* TOTAL UNITED STATES	1,024,840	929,597
CANADA		
Standard Muriate	58	65
Coarse Muriate	46,201	26,814
Granular Muriate	50,107	26,049
Soluble Muriate	1,071	806
Sulphates	582	291
TOTAL CANADA	98,019	54,025
** EXPORTS		
Standard Muriate	468,852	504,883
Coarse Muriate	99,429	93,412
Granular Muriate	302,234	205,569
Soluble Muriate	30,262	32,041
Sulphates	28,415	23,748
TOTAL EXPORTS	929,192	859,653
TOTAL AGRICULTURAL	**2,052,051**	**1,843,275**
NON-AGRICULTURAL		
UNITED STATES		
Muriate	66,897	55,157
Soluble Muriate	22,163	24,180
Sulphates	1,521	548
TOTAL UNITED STATES	90,581	79,885
CANADA		
Muriate	4,001	3,115
Soluble Muriate	1,018	417
Sulphates	55	95
TOTAL CANADA	5,074	3,627
EXPORTS		
Muriate	9,533	1,247
Soluble Muriate	14,913	11,139
Sulphates	0	14
TOTAL EXPORTS	24,446	12,400
TOTAL NON-AGRICULTURAL	**120,101**	**95,912**
GRAND TOTAL	**2,172,152**	**1,939,187**
OVERSEAS IMPORTS INTO THE UNITED STATES		
Muriate	99,510	72,949
Sulphate of Potash	4,833	3,408
TOTAL IMPORTS	104,343	76,357

* Does not include imports from overseas.
** Canadian and U.S. deliveries to countries other than the U.S. and Canada.

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E--278
February 1988

POTASH SALES
CALENDAR YEAR 1987

TOTAL SALES of potash by the North American potash producers for all purposes (including exports) during calendar year 1987 were 17,468,097 tons of product containing an equivalent 10,218,835 tons K_2O according to the Potash & Phosphate Institute. This was an increase of 14% over the preceding calendar year.

EXPORTS to other countries were 4,015,249 tons K_2O, an increase of nearly 17%.

TOTAL AGRICULTURAL SALES (including exports) were 9,680,615 tons K_2O, an increase of 14%.

AGRICULTURAL SALES IN THE UNITED STATES by North American producers were 5,239,038 tons K_2O, an increase of 9%. In addition, 401,906 tons K_2O were imported into the U.S. from overseas.

AGRICULTURAL SALES IN CANADA amounted to 542,223 tons K_2O, an increase of about 53%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 538,220 tons K_2O, an increase of 16%.

OCTOBER-DECEMBER 1987

TOTAL SALES for all purposes (including exports) were 2,349,534 tons K_2O, during the period October-December 1987. This was an increase of 13% over the preceding October-December period.

EXPORTS to other countries were 1,006,172 tons K_2O, an increase of almost 12%.

TOTAL AGRICULTURAL SALES (including exports) were 2,197,080 tons K_2O, an increase of 13%

AGRICULTURAL SALES IN THE UNITED STATES by the North American producers were 1,123,346 tons K_2O, an increase of nearly 11%.

AGRICULTURAL SALES IN CANADA amounted to 93,367 tons K_2O, an increase of almost 100%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 162,454 tons K_2O, an increase of almost 20%.

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POTASH & PHOSPHATE INSTITUTE

POTASH SALES BY NORTH AMERICAN PRODUCERS

CALENDAR YEAR AND OCTOBER-DECEMBER QUARTER, 1987 AND 1986 E-278

(K2O TONS)

AGRICULTURAL	CALENDAR	CALENDAR	OCTOBER-DECEMBER QUARTER	
UNITED-STATES	1987	1986	1987	1986
Standard Muriate	361,467	351,441	102,846	57,908
Coarse Muriate	2,290,681	2,074,611	523,715	474,791
Granular Muriate	2,056,561	1,855,696	389,435	390,693
Soluble Muriate	396,777	370,926	75,601	67,227
Sulphates	133,552	135,752	31,749	23,650
* TOTAL UNITED STATES	5,239,038	4,788,426	1,123,346	1,014,269
CANADA				
Standard Muriate	450	2,748	223	198
Coarse Muriate	225,674	114,688	36,902	14,541
Granular Muriate	292,978	217,366	46,839	25,444
Soluble Muriate	7,529	7,763	1,679	1,124
Sulphates	15,592	10,403	7,724	5,570
TOTAL CANADA	542,223	352,968	93,367	46,877
** EXPORTS				
Standard Muriate	2,455,884	2,188,366	582,962	563,813
Coarse Muriate	334,679	284,196	83,822	75,054
Granular Muriate	891,210	666,889	242,386	183,590
Soluble Muriate	115,775	127,190	37,595	33,093
Sulphates	101,806	85,585	23,602	22,562
TOTAL EXPORTS	3,899,354	3,352,226	970,367	878,112
TOTAL AGRICULTURAL	**9,680,615**	**8,493,620**	**2,187,080**	**1,939,258**
NON-AGRICULTURAL				
UNITED STATES				
Muriate	296,417	248,099	88,040	77,251
Soluble Muriate	96,465	107,786	27,690	28,865
Sulphates	5,184	4,862	2,281	2,718
TOTAL UNITED STATES	398,066	360,747	118,011	108,834
CANADA				
Muriate	19,365	15,504	6,261	3,545
Soluble Muriate	4,673	2,776	2,319	601
Sulphates	221	266	58	35
TOTAL CANADA	24,259	18,546	8,638	4,181
EXPORTS				
Muriate	15,154	15,125	1,955	1,672
Soluble Muriate	100,585	68,499	33,779	21,056
Sulphates	156	80	71	0
TOTAL EXPORTS	115,895	83,704	35,805	22,728
TOTAL NON-AGRICULTURAL	**538,220**	**462,997**	**162,454**	**135,743**
GRAND TOTAL	**10,218,835**	**8,956,617**	**2,349,534**	**2,075,001**
OVERSEAS IMPORTS INTO THE UNITED STATES				
Muriate	371,863	261,254	146,440	34,649
Sulphate of Potash	30,043	25,369	7,913	3,897
TOTAL IMPORTS	401,906	286,623	154,353	38,546

* Does not include imports from overseas.

** Canadian and U.S. deliveries to countries other than the U.S. and Canada.

6/6/88 A87-20-5

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E--279
May, 1988

POTASH SALES

JANUARY - MARCH QUARTER, 1988

TOTAL SALES of potash by the North American potash producers for all purposes (including exports) were 4,541,671 tons of product containing an equivalent 2,685,014 tons K_2O during the period January-March, 1988, according to the Potash & Phosphate Institute. This was about a 1% decrease from the preceding January-March period.

EXPORTS to other countries were 1,127,613 tons K_2O, an increase of over 21%.

TOTAL AGRICULTURAL SALES (including exports) were 2,547,048 tons K_2O, a decrease of about 3%.

AGRICULTURAL SALES IN THE UNITED STATES by North American producers were 1,301,166 tons K_2O, a decrease of 13%. In addition, 189,998 tons K_2O were imported into the U.S. from Asia and Europe.

AGRICULTURAL SALES IN CANADA amounted to 143,186 tons K_2O, a decrease of 30%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 137,966 tons K_2O, an increase of 30%.

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POTASH & PHOSPHATE INSTITUTE
POTASH SALES BY NORTH AMERICAN PRODUCERS
JANUARY - MARCH QUARTER 1988 AND 1987

(K_2O TONS)

AGRICULTURAL	JANUARY-MARCH	
UNITED STATES	1988	1987
Standard Muriate	100,626	114,365
Coarse Muriate	583,303	603,132
Granular Muriate	475,428	613,570
Soluble Muriate	96,620	124,292
Sulphates	45,189	40,555
* TOTAL UNITED STATES	1,301,166	1,495,914
CANADA		
Standard Muriate	6,001	80
Coarse Muriate	54,888	107,527
Granular Muriate	78,225	92,685
Soluble Muriate	1,149	954
Sulphates	2,923	3,142
TOTAL CANADA	143,186	204,388
** EXPORTS		
Standard Muriate	789,709	730,761
Coarse Muriate	62,526	56,929
Granular Muriate	197,988	90,771
Soluble Muriate	24,885	17,409
Sulphates	27,588	22,908
TOTAL EXPORTS	1,102,696	918,778
TOTAL AGRICULTURAL	**2,547,048**	**2,619,080**
NON-AGRICULTURAL		
UNITED STATES		
Muriate	76,657	67,768
Soluble Muriate	28,761	22,710
Sulphates	1,799	600
TOTAL UNITED STATES	107,217	91,078
CANADA		
Muriate	4,921	4,005
Soluble Muriate	859	621
Sulphates	52	62
TOTAL CANADA	5,832	4,688
EXPORTS		
Muriate	957	1,922
Soluble Muriate	23,932	8,701
Sulphates	28	33
TOTAL EXPORTS	24,917	10,656
TOTAL NON-AGRICULTURAL	**137,966**	**106,422**
GRAND TOTAL	**2,685,014**	**2,725,502**
OVERSEAS IMPORTS INTO THE UNITED STATES		
Muriate	174,398	98,642
Sulphate of Potash	15,600	13,947
TOTAL IMPORTS	189,998	112,589

* Does not include imports from overseas.
** Canadian and U.S. deliveries to countries other than the U.S. and Canada.

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9/6/88

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E--280
August 1988

POTASH SALES
FERTILIZER YEAR 1987/88

TOTAL SALES of potash by the North American potash producers for all purposes (including exports) during the fertilizer year 1987/88 were 17,213,116 tons of product containing an equivalent 10,154,932 tons K_2O according to the Potash & Phosphate Institute. This was an increase of more than 4% over the previous fertilizer year.

EXPORTS to other countries were 4,419,047 tons K_2O, an increase of over 15%.

TOTAL AGRICULTURAL SALES (including exports) were 9,582,350 tons K_2O, an increase of 4%.

AGRICULTURAL SALES IN THE UNITED STATES by North American producers were 4,778,785 tons K_2O. In addition, 588,318 tons K_2O were imported into the U.S. from overseas.

AGRICULTURAL SALES IN CANADA amounted to 505,786 tons K_2O, an increase of 12%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 572,582 tons K_2O, an increase of more than 17%.

APRIL - JUNE, 1988

TOTAL SALES for all purposes (including exports) were 2,948,232 tons K_2O, during the period April-June, 1988. This was slightly below, less than 1%, the preceding April-June period.

EXPORTS to other countries were 1,331,624 tons K_2O, an increase of more than 18%.

TOTAL AGRICULTURAL SALES (including exports) were 2,796,171 tons K_2O, a decrease of less than 1%.

AGRICULTURAL SALES IN THE UNITED STATES by the North American producers were 1,329,433 tons K_2O, a decrease of almost 17%.

AGRICULTURAL SALES IN CANADA amounted to 171,214 tons K_2O, an increase of 17%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 152,061 tons K_2O, an increase of 2%.

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POTASH & PHOSPHATE INSTITUTE

POTASH SALES BY NORTH AMERICAN PRODUCERS

FERTILIZER YEAR AND APRIL-JUNE QUARTER, 1987/88 AND 1986/87 E-280

(K2O TONS)

AGRICULTURAL	FERTILIZER YEARS		APR - JUN	APR - JUN
UNITED STATES	1987/88	1986/87	1988	1987
Standard Muriate	330,093	331,779	65,984	83,619
Coarse Muriate	2,252,381	2,223,685	626,899	645,370
Granular Muriate	1,685,012	1,994,976	465,536	698,943
Soluble Muriate	377,251	358,423	136,488	128,342
Sulphates	134,048	125,855	34,526	38,664
* TOTAL UNITED STATES	4,778,785	5,034,718	1,329,433	1,594,938
CANADA				
Standard Muriate	6,500	432	218	89
Coarse Muriate	195,577	183,926	57,586	35,044
Granular Muriate	280,088	247,525	104,917	103,347
Soluble Muriate	7,940	6,709	4,041	3,825
Sulphates	15,681	13,147	4,452	4,144
* TOTAL CANADA	505,786	451,739	171,214	146,449
** EXPORTS				
Standard Muriate	2,813,210	2,472,766	971,687	673,309
Coarse Muriate	283,064	319,894	37,287	94,499
Granular Muriate	971,782	735,749	229,174	255,819
Soluble Muriate	119,420	113,052	26,678	30,509
Sulphates	110,303	96,099	30,698	26,881
TOTAL EXPORTS	4,297,779	3,737,560	1,295,524	1,081,017
TOTAL AGRICULTURAL	9,582,350	9,224,017	2,796,171	2,822,404
NON-AGRICULTURAL				
UNITED STATES				
Muriate	307,920	273,888	76,326	73,712
Soluble Muriate	110,670	99,657	32,056	23,902
Sulphates	7,577	4,648	1,976	782
TOTAL UNITED STATES	426,167	378,193	110,358	98,396
CANADA				
Muriate	20,247	15,763	5,064	5,098
Soluble Muriate	4,658	2,354	462	715
Sulphates	242	238	77	46
TOTAL CANADA	25,147	18,355	5,603	5,859
** EXPORTS				
Muriate	14,896	6,585	2,451	1,744
Soluble Muriate	106,216	84,088	33,592	43,192
Sulphates	156	99	57	52
TOTAL EXPORTS	121,268	90,772	36,100	44,988
TOTAL NON-AGRICULTURAL	572,582	487,320	152,061	149,243
GRAND TOTAL	**10,154,932**	**9,711,337**	**2,948,232**	**2,971,647**
OVERSEAS IMPORTS INTO THE UNITED STATES				
Muriate	549,906	233,511	129,558	27,271
Sulphate of Potash	38,412	24,602	10,066	3,350
TOTAL IMPORTS	588,318	258,113	139,624	30,621

* Does not include imports from overseas.

** Canadian and U.S. deliveries to countries other than the U.S. and Canada.